

Supply Chain Management Center

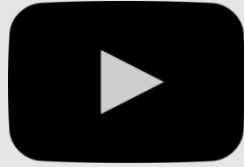
Working with the SCMC on Multi-site and Enterprise-wide Opportunities

ETEBA Federal Opportunities Forum
Albuquerque, N.M.

David Boyd, Sr. Manager, Small Business Program Resource Center

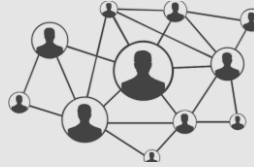
March 6, 2017

Program Synopsis



Program Origin 2006

Transformation to shape a “one business” supply chain, including strategic sourcing



National Enterprise

21 Locations / 12 different states; ~\$4B annual spend; 30,000+ suppliers



Collaboration Model

Federal, Contractor and Supplier



Small Business

Increase the role small businesses play within the enterprise (SBPRC)



Acquisition Effectiveness

Desire to improve supply chain efficiencies and value through commercial practices



SCMC Objective

Enable Prime Contractor acquisition funding to go farther

Program based on collaboration and partnership to create solutions

Tools and Services

Program Tools



Program Services



Tools and services are designed to help contractors

- Enhance current acquisition processes
- Create an effective, efficient and strategically driven sourcing/procurement function
- Enable leveraging of the aggregate spend across the enterprise for cost containment

Program = focused, funded approach to facilitate strategic sourcing

Small Business Impact Nationwide



Overall

- 21 DOE locations across 12 states
- \$4.2B annual site invoice spend
- 30,000+ enterprise suppliers

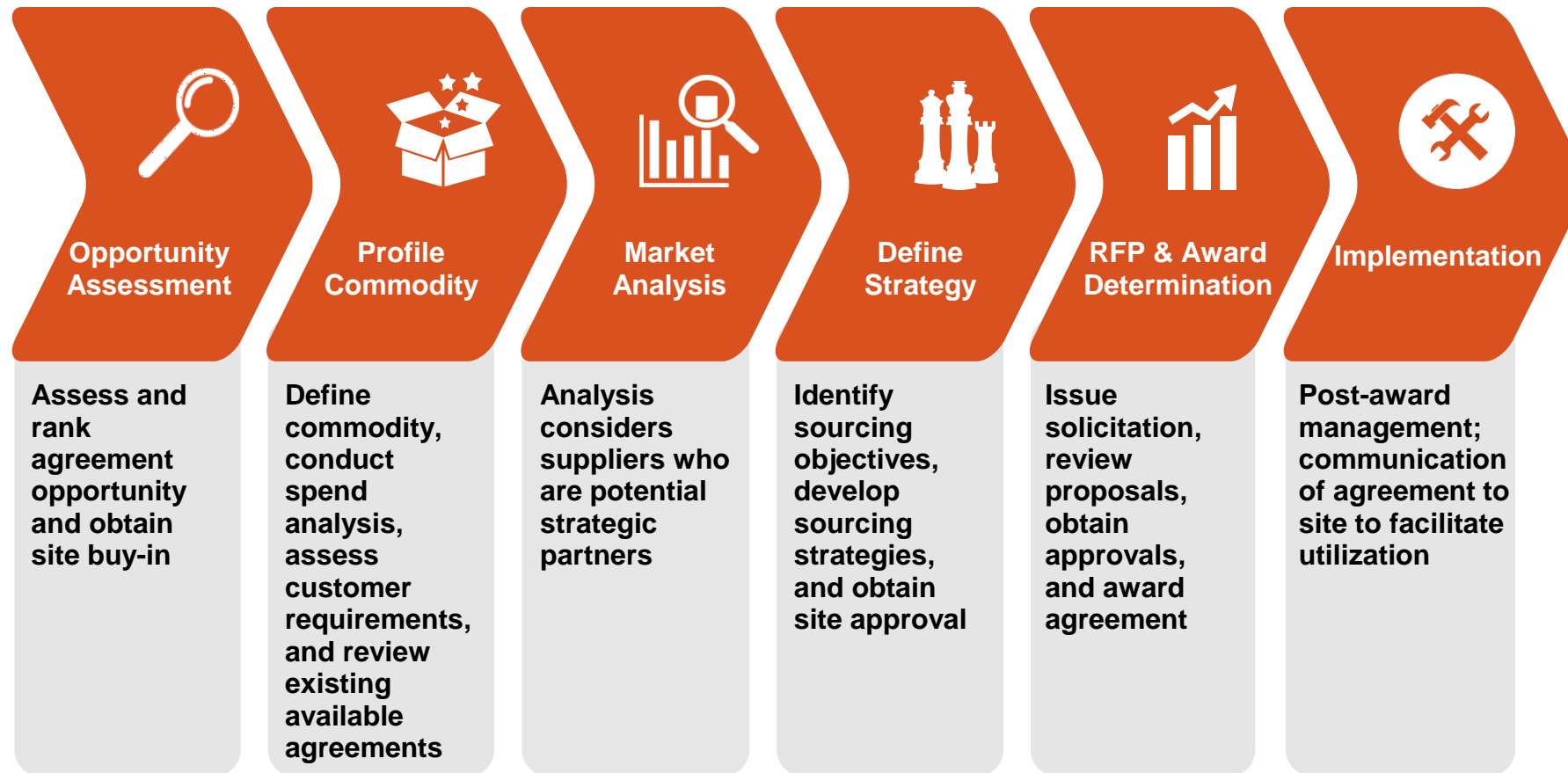
Commodity Agreements

- 61 agreements across 25 states
 - 39 small business awards (64%)
- \$520M annual award value (~12% of total \$4.2B spend)
 - \$374M small business annual award value (72%)



SCMC supports and provides enhanced growth for small businesses

SCMC Strategic Sourcing Process



SCMC follows approved commercial best practice methodologies

Characteristics of a Strategic Partner



Familiarity with NNSA / DOE Contractors' diverse, unique and extensive requirements



Ability / staffing for barcoding, JIT, handling extensive customer service needs, etc.



eSourcing ability, eCatalog capability to meet varying item and interface requirements



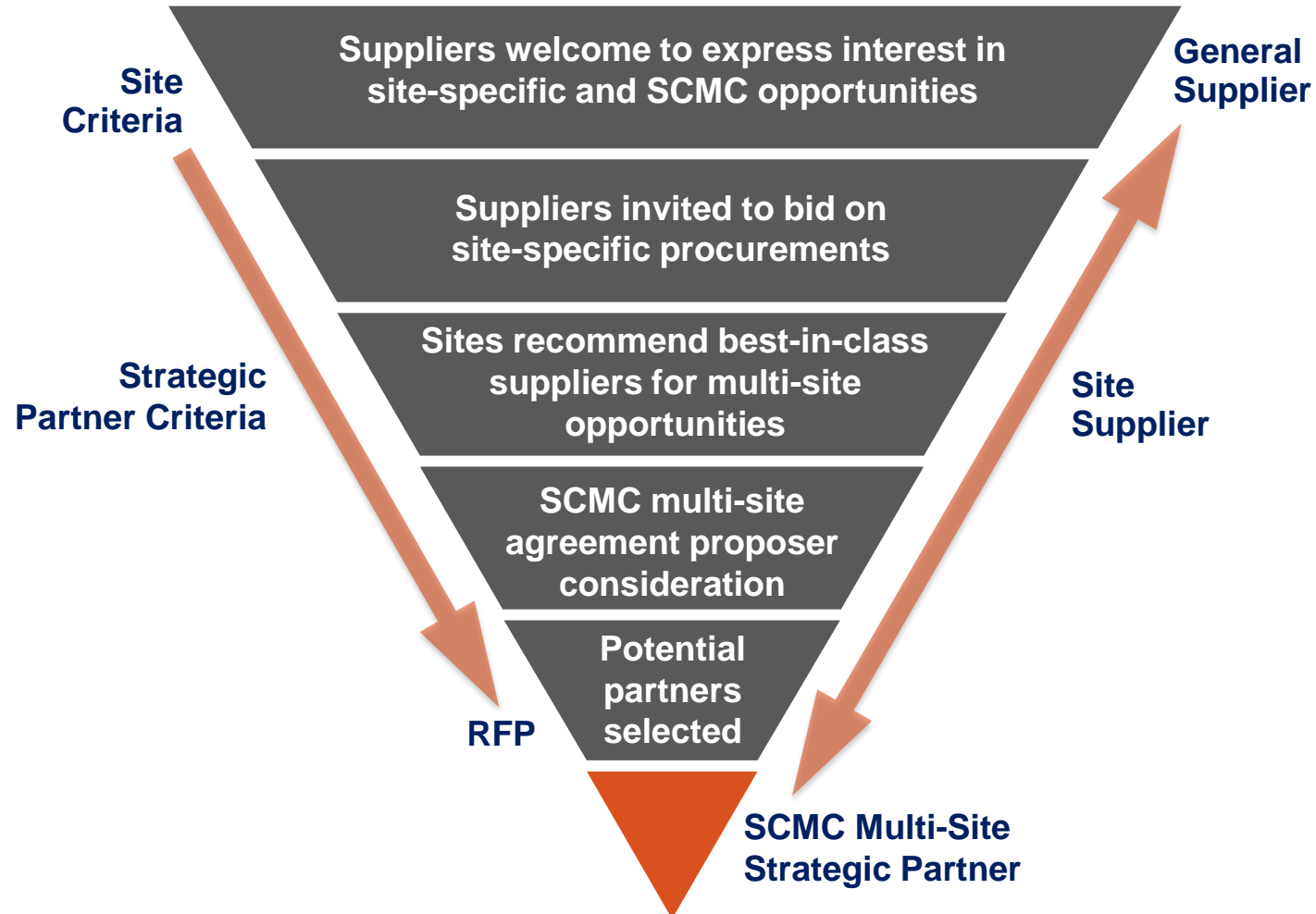
Superior P.O. execution for quality & delivery; exceptional order history reporting



Regional footprint with expansion capability; strategic alliances / national consortium

Supplier characteristics aligned with agreement requirements

Levels of Small Business Partnership



Suppliers matched to solicitation requirements / needs

A way to be considered for opportunities

- **SCMC Website**
(www.thescmcgroup.com)
- Our Vision
- Our Mission
- Focus Areas
- Our Clients
- Agreements and Opportunities
- Strategic Tools
- Highlights
- Potential Partnerships
- Contact

Contact Us

General Information

First name: Last name:

Email: Telephone:

Business/Organization Name: Are you currently a Supplier to any of our clients? [show list](#)
☐ Yes ☐ No

Add your homepage:

Industry Information

IT <input type="checkbox"/> Hardware <input type="checkbox"/> Software <input type="checkbox"/> Telecommunications <input type="checkbox"/> Computer Services	Transportation & Logistics <input type="checkbox"/> Bulk Gas <input type="checkbox"/> Packaged Gas <input type="checkbox"/> Fuel <input type="checkbox"/> Professional Services <input type="checkbox"/> Repair and Maintenance <input type="checkbox"/> Utilities	Operating Supplies <input type="checkbox"/> Industrial Supplies <input type="checkbox"/> Lab Supplies <input type="checkbox"/> Electrical Products <input type="checkbox"/> Instruments <input type="checkbox"/> Furniture, Hospitality & Food Service <input type="checkbox"/> Office Supplies <input type="checkbox"/> Office Furniture & Furnishings <input type="checkbox"/> Electronic Components <input type="checkbox"/> Electronics & Appliances <input type="checkbox"/> Printing, Photographic, AV Products (PPAV) <input type="checkbox"/> Office Equipment <input type="checkbox"/> Medical Supplies <input type="checkbox"/> Published Products
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Travel
☐ Airline
☐ Rental Car
☐ Hotel
☐ Travel Services
☐ Procurement / Travel Card Services

Additional Information

Enter your primary NAICS code:

Comments/Questions:

(Maximum characters: 200) You have characters left.

Supply Chain Management Center
Designed to Succeed

Home Our Clients Agreements Strategic Tools Highlights Become Our Partner Contact

Annual Spend of \$4 Billion

Supply Chain Management Center
Managed by Honeywell

Please join us!
Information Meeting for Small Businesses
February 18, 2016 - 9:00 AM to 4:30 PM (MST)

[Click here for details and to register](#)

Supply Chain Management Center (SCMC)

The Supply Chain Management Center (SCMC) is a service organization managed by Honeywell that works closely with Department of Energy (DOE) contractors to leverage \$4B of annual spend, to yield lower prices and optimize business systems, providing cost savings and value to our customer, the DOE. Our success is attributed to our close working relationships with the contractor locations, as well as our focus on achieving the mission & vision, while measuring performance to established goals.

Our Vision

To add value to the contractor acquisition processes, by creating a strategically driven function, leveraging the combined contractor spend dollars across the communities.

What the SCMC is:

- An Enterprise-wide sourcing system leveraging EM and National Nuclear Security Administration spend
- A structured, dedicated, funded approach to acquisition cost savings
- Commodity teams responsible for data collection, commodity strategy, reporting and delivering savings.
- A commercial best practice which

Agreements

[Current Agreements](#)

Business Opportunities

Commodity / Sub-Commodity	NAICS Code	Commodity Manager	Email	Anticipated RFP Release Date
Professional Services				
Environmental Consulting Services Business Services to manage environmental requirements	541620	David Boyd	dboyd@kcp.com	Jul - Oct 2016
Employee Drug Testing Services Pre and post employment testing	621999	David Boyd	dboyd@kcp.com	Jul - Oct 2016
Engineering and Management Services Business Support Services / Engineering Planning, Development, Design and Management	541330 / 541611	David Boyd	dboyd@kcp.com	Jul - Dec 2016
Operating Supplies				
Janitorial Supplies Cleaning Chemicals / Cleaning Equipment / Paper / Cleaning Accessories	32XXXX / 33XXXX Series	Doug Ward	dward@kcp.com	Apr - Jun 2017
Electrical Supplies Wire & Cord/Conduit & Raceways / Distribution Equipment / Controls / Wiring Devices / Lighting / Line Construction Materials / Misc Supplies	32XXXX / 33XXXX Series	Doug Ward	dward@kcp.com	Jul - Sep 2017
Safety Supplies Personal Protection Equipment and Supplies	339999	Doug Ward	dward@kcp.com	Jan - Mar 2017
Information Technology				
Desktop Computer Equipment Hewlett Packard & Apple desktop / laptops / peripherals	334111	Karen Cassell	kcassell@kcp.com	Oct - Dec 2016

<https://www.thescmcgroup.com/index.html>

Future Business Opportunities

Commodity / Sub-Commodity	NAICS Code	Commodity Manager	Email	Anticipated RFP Release Date
Professional Services				
Management Services Business Support Services	541330 / 541611	Paul Biagioli	pbiagioli@kcp.com	Jan. – Mar. 2018
Operating Supplies				
National Instruments products	334513	Doug Ward	dward@kcp.com	July – Sept. 2018
Information Technology				
IT Storage	334112	Karen Cassell	kcassell@kcp.com	July – Sept. 2018
Transportation & Logistics				
Industrial Bulk Gas	325120	Bryan Rhodes	brhodes@kcp.com	April – June 2018

Visit thescmgroup.com for the latest opportunities and information

Other Tips for Working with the Enterprise

- Develop a comprehensive capability statement.
 - Identify the NAICS codes and DUNS number that align with your capabilities.
- Register with the System for Award Management (SAM) and FedBizOpps database.
- Identify mentor-protégé and small business programs offered by individual DOE sites and labs
- Participate in the DOE's annual small business conference
- Visit your local OSDBU Procurement Technical Assistance Center
- Visit the SBA's online Government Contracting Classroom

Conclusions

- The SCMC leverages commercial best practices for strategic sourcing, which is different than the Federal Procurement System
- The SCMC supports small businesses and provides an opportunity for business growth
- The SCMC is dedicated to continuously improving its approach and communications
- There are several strategic ways for suppliers to become involved with the SCMC as well as the rest of the NNSA and EM contractor locations
- Visit thescmcgroup.com to register your business



Thank you for your time and attention!